

# IT'S YOUR BUSINESS

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**SBA Small Business  
Economic Survival Hotline**  
617-565-5627

**It's Your Business**  
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the U.S. Small Business  
Administration  
Massachusetts District  
Office*

*District Director:*  
*Robert H. Nelson*

*Editor:*  
*Elizabeth Moisuk*

Helping small businesses  
**start, grow and succeed.**



Your Small Business Resource



Top Row from Left to Right: Mike Savage, Rockland Trust Company, Jeanne Hult, SBA, Dave Manley, SCORE, Ron Marlow, Office of Access & Opportunity, Commonwealth of Massachusetts, Ana Ma, SBA, Dan Nanigian, Nanmac Corporation, Chris Lafrance, Lafrance Hospitality Company, Larry Marsh, Central Massachusetts SBDC, Bob Baker, SBANE, Bob Nelson, SBA.

Bottom Row: Susan Rittscher, CWE, Susan Leger-Ferraro, Little Sprouts Inc., Annie Selke, Pine Cone Hill, Inc., Nathaniel Dalton, Guard Support of Massachusetts.

Every year since 1963, the President has proclaimed National Small Business Week to recognize the contributions of small businesses to America's economy.

During Small Business Week, which was held May 23 thru May 29, 2010, the SBA honored exceptional small business owners and advocates in Washington, D.C. Among the Massachusetts winners that were honored at National Small Business Week were Rockland Trust Company, The National 504 First Mortgage Lender of the Year and Dan Nanigian, President of Nanmac Corporation, the Small Business Exporter of the Year.

In Massachusetts, we celebrated the achievements of our state award winners with an awards breakfast held at the DCU Center in Worcester on June 8, 2010. Over 300 lenders, economic development officials, community organizations, chambers and small businesses came to honor the Massachusetts winners. SBA Chief of Staff Ana Ma was on hand from Washington D.C. to personally congratulate the awardees. Lieutenant Governor Timothy P. Murray gave the keynote address.

**Massachusetts Small Business Person of the Year**—Annie Selke, Pine Cone Hill, Inc.

**National, New England and Massachusetts Small Business Exporter**—Dan Nanigian, Nanmac Corporation

**New England and Massachusetts Family Owned Business**—Richard Lafrance, Lafrance Hospitality Company

**National 504 First Mortgage Lender of the Year**—Rockland Trust Company

**New England and Massachusetts Financial Services Champion**—Bob Baker, SBANE

**New England and Massachusetts SBDC Excellence & Innovation Award**—Central Regional SBDC at Clark University

**New England and Massachusetts Minority Small Business Champion**—Ron Marlow, Office of Access & Opportunity

**Massachusetts Women in Business Champion**—Susan Leger-Ferraro, Little Sprouts, Inc.

**Massachusetts Veteran Small Business Champion**—Nathaniel Dalton, Guard Support of Massachusetts

**Massachusetts District Director's Award**—Center for Women and Enterprise

**Massachusetts SCORE Chapter of the Year**—Northeast SCORE Chapter 411

### SBA's Ready—SET—GO Community Workshops

Learn about SBA's programs & services.

6/16/2010 Career Works, 34 School St., Brockton 2:00 p.m.—4:00 p.m. Call 508-513-3400 to register. Also 7/21/2010.

6/17/2010 Plymouth Career Center, 36 Cordage Park Circle, Ste. 200, Plymouth 10:00 a.m.—12:00 p.m. Call 508-732-5399 to register. Also 7/22/2010.

6/29/2010 SBA, 10 Causeway Street, Room 265, Boston 10:00 a.m.—11:30 a.m. Call 617-565-5590 to register. Also 7/27/2010.

6/29/2010 SBA Programs and Services—In Spanish Worcester Library, Banx Room, 3 Salem Square, Worcester Call 508-799-1655.

7/15/2010 Quincy Career Center, 151 Parking Way, Quincy 1:00 p.m.—3:00 p.m. Call 617-745-4000 to register.

6/24/2010 Learn about the 8(a) Program for socially & economically disadvantaged business owners. SBA, 10 Causeway St., Room 265, Boston 10:00—11:00 a.m. Call 617-565-8510 to register.

7/9/2010 Learn about Federal Government Contracting. SBA 10 Causeway St., Room 265, Boston 10:00-11:30 a.m. Call 617-565-8510 to register.

For a full listing of our upcoming events as well as events being conducted by our resource partners go to: [www.sba.gov/ma](http://www.sba.gov/ma) and click on "Events Calendar" link on the right-hand sidebar.



### Minority Small Business Recovery Fair

Learn how to survive challenging economic conditions. Small businesses can take advantage of programs geared specifically to meet their needs.

- Financing • Government contracting • Counseling and training

Meet with lenders, technical assistance providers, and federal agencies.

Learn about SBA's programs to help you start and grow your business.

Date: Friday, June 18, 2010

Time: 8:30 a.m. - Registration and networking  
Continental Breakfast

9:00a.m. - Welcoming Remarks

9:30a.m. - "Impress Your Banker" Panel

10:30am - 12:00 noon - Recovery Fair

Location: Anthony's Pier 4 Restaurant, 140 Northern Ave, Boston

Agencies to exhibit include: Urban League of Eastern Mass, Mass Supplier Diversity, Corp of Engineers, Natick Soldiers Systems, Greater NE Development Supply Council, City of Boston Department of Neighborhood Development, Accion, Department of Transportation, SCORE, MSBDC, PTAC, GSA, CDFC, Dorchester Bay Economic Development Corp, Hispanic American Chamber of Commerce of Greater Boston, AT&T, First Trade Union Bank, Metro Credit Union, Mt. Washington Bank, Eastern Bank, Citizens Bank, BBN, Cathay Bank, Boe Fly, SBA, Boston Private Bank, Navy Undersea Warfare Center, United States Post Office, Mass Housing Association

To register call: Anna Outerbridge at 617/565-8510 or [anna.outerbridge@sba.gov](mailto:anna.outerbridge@sba.gov)

## SBA SURETY BONDS PROGRAM FOR SMALL BUSINESS

Presented by the SBA Massachusetts, New Hampshire, Vermont, Maine, Rhode Island, and Connecticut district offices

**WHAT:** This call-in session will provide an opportunity for **small businesses** to learn about the SBA's **Surety Bond Guaranty Program**. **Director Frank Lalumiere** from SBA's Office Surety Bonds will conduct this informative session.

**WHEN:** **Wednesday, June 23, 2010 from 11:30 a.m. to 12:30 p.m.**

**HOW:** Participants can join the session by dialing the toll free number **866-740-1260** and when prompted, provide the access code of **3010103**; join the web conference by going online to [www.ReadyTalk.com](http://www.ReadyTalk.com). Click on "Join a Conference" and enter the same access code of **3010103**.

Please mute your phones to cut down on the background noise.

If you have any questions, please contact Anna Outerbridge at [anna.outerbridge@sba.gov](mailto:anna.outerbridge@sba.gov) or 617/565-8510.



**REGISTER NOW!**

**Sunday, August 29, 2010 - Wednesday, September 1, 2010**

**Attend the most important SBA Lenders  
Conference of the year!**

*Special thanks to our co-sponsors!*

**Sponsors:**

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**Exhibitors:**

- J.R. Bruno & Associates
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- Norway Savings Bank
- Gorham Savings Bank
- U.S. Department of Agriculture
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Contact Maurice Dube at**

[Maurice.dube@sba.gov](mailto:Maurice.dube@sba.gov)

Early Conference Registration - \$295

Registration after July 7th - \$350

**FOR CONFERENCE REGISTRATION**

[Click HERE!!!](#)

**Agenda topics will include:**

- Overcoming 7a Issues and Expediting the Process
- Supporting your Exporter - the Banker's Role
- Regulatory Updates
- Financing Turnarounds
- Restructuring and Refinancing using the SBA
- Secondary Markets - New Developments for SBA Lenders
- Moderated Panel with SBA Lenders: What's working, What's Not
- Maximizing your SBA Guarantee: Recovery Act or Not
- Working Capital: Meeting the Need
- Liquidating Credits
- Using the 504 Program: Originating and Refinancing Commercial Real Estate deals
- Lender Oversight: Changing Times and Standards
- Overcoming 504 Issues and Expediting the Process
- Environmental Appeals Process
- Leveraging Resource Partners: The Value Added Product
- Government Guaranteed Lending - Beyond the SBA



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Register here: <http://portlandmecoc.weblinkconnect.com/CWT/External/WCPages/WCEvents/EventDetail.aspx?EventID=196>